

Subj: **ISASC Members-Pittsburgh Convention Information**  
Date: 01/19/2002 11:00:56 AM Central Standard Time  
From: [Stevebooks](#)  
BCC: [EricNumis](#)

ISASC is planning an Antique Road Show type of program for the Pittsburgh Convention, scheduled for May 31-June 3, 2002. We need your help to make this a successful program.

Please send a brief description and picture of a scale or weight(s) that you would be willing to bring to the convention. Your selection could include a unique item, a story on how the item was found, or some questions you have about the scale or weight. If the item is selected, you would discuss the scale/weight with another ISASC member for an estimate of the value, use, and history of the scale/weight.

Please send the description and picture to:  
Robert Jibben

[REDACTED]

or

Email to: <[REDACTED]>

Send information by March 15, 2002

Subj:	Re: ISASC Members-Pittsburgh Convention Information
Date:	01/19/2002 8:28:42 PM Central Standard Time
From:	<a href="#">EricNumis</a>
To:	<a href="#">Stevebooks</a>

Dear Robert Jibben: Your ideas to liven up the coming ISASC annual meeting sound great. I will probably not be able to come, but I have a thought which may be helpful. The late George Mallis and I wrote a book of 400 pages entitled UNITED STATES COIN SCALES AND MECHANICAL COUNTERFEIT COIN DETECTORS in 1999 and my education foundation has taken over the sale of the balance of the books. The price was and is \$39.50 postpaid in US which included postage and packing of \$2.50. I have held to no reduction in the price except in one sale of one dozen. It has never been sold through ISASC. My thought is that if your local group or ISASC would buy a reasonable number of books and sell them at \$37.50 if delivered at Pittsburgh or \$39.50 mailed from Pittsburgh we will give to ISASC half of the sales price or \$18.75. We would be paid the other half. If there are some left over unsold ISASC can take over the deal on the same basis and pay us whenever they are sold. If you sell more than were delivered to you have the purchaser's check sent here and we will mail them to the purchaser and send the ISASC portion to ISASC. Neither you nor ISASC would have any money invested in the situation. I was going to suggest this to ISASC but when you wrote I thought I would start with you. Naturally you can ask ISASC how they feel about it and any of you can make suggestions to make it more practical. As you can see I am protecting those who already bought the book as to price. Many of the members already have bought a copy, but we have never really promoted its sale. If you are a book dealer you can straighten me out. You can ask any of those who own the book what they think about its quality. Eric P. Newman, 6450 Cecil Ave, St. Louis, MO 63105; Tel; 314 727 0850; Email, [Ericnumis@aol.com](mailto:Ericnumis@aol.com)

Subj:	<b>Re: ISASC Members-Pittsburgh Convention Information</b>
Date:	01/19/2002 9:31:12 PM Central Standard Time
From:	<a href="#">Stevebooks</a>
To:	<a href="#">EricNumis</a>

Eric, I think your idea is great. I sent Bob Jibben's note on behalf of ISASC, and I will certainly recommend your generous offer to the rest of the ISASC Directors.

Regards, Steve Beare





Subj: **Your Book**  
 Date: 01/20/2002 1:59:47 PM Central Standard Time  
 From: [Jerryneva](#)  
 To: [EricNumis](#)  
 CC:

Dear Eric :

First, like Steve, I'd like to thank you for your generous offer to share your book with ISASC. Steve has forwarded your email on the subject to me, and the rest of the Board, with his strong endorsement.

Under the present ISASC structure I am charged with sales of all the books, pamphlets, papers, old EQM's, art work, etc. as listed in the "Library List" all new members receive, and we all are reissued annually.

I think there is no question but what your book would be an excellent addition to our Library. Therefore, in accordance with my job and your kind offer I would like to propose an arrangement which Bob Stein designed and we use effectively today with another publication which we do not own outright. That proposal would be this:

1. We would send you a check for ten copies (10 X \$18.75) immediately and ask you to hold the ten books in stock for us.
2. We would add your book to the next printing of the Library List with a suitable description and show a price of \$37.50 including postage. (All of our sales prices include postage, subject to a footnote regarding postage outside of the USA)
3. To encourage initial sales precedent to reprinting our Library List I would ask President Tom to include a pitch for it in his next Newsletter.

As you presumably know, at our conventions we always have a table, open at convenient times, to display and sell our publications. Your book would be added to that display for sale. (I would arrange, with you, for timely shipment or delivery of one of your books from our stock with you, to the convention for that display. Like the others, only the one copy could be sold and delivered there, other orders being taken to be shipped after the convention.)

4. In the case of routine sales during the year, orders would come in to me with a \$37.50 check to ISASC. I would send you a note to "Please send a copy to so and so" and both you and I would make note of one copy removed from our stock with you when you delivered. When additional stock was needed I would have another check sent to you and we would repeat the process.

How does this sound to you? The number to stock (ten) is arbitrary. I know you have sold prior to this to ISASC members, but I don't know how much or how little, and whether our sales will be rapid or slow. What are your thoughts?

The midwinter Board meeting is coming up in a week or so, (February 2) and I will take this up with them if you approve. Please advise.

Best personal regards,      Jerry W.

Subj:	Re: Your Book
Date:	01/20/2002 2:56:18 PM Central Standard Time
From:	<a href="#">EricNumis</a>
To:	<a href="#">Jerryneva</a>

Thank you for your helpfulness in the matter of the sale of our book on American Coin Scales and Counterfeit Coin Detectors. Everything you say in your 1/20/02 Email is OK except that the price has to be raised to \$39.50 to cover the mailing etc. Under your plan ISASC is not going to do the mailing and we are. We should therefore receive the funds to do it. As far as ISASC paying us before the books are sold that is unnecessary. The only problem is who sends in the check when a book is sold. If ISASC sends a buyer's check in full then we shall pay ISASC its share. If a full check comes in without our knowing it was sold through ISASC we may have a slight problem unless the check says "Bought through ISASC" or equivalent. You or the buyer might write this on any buyer's check. If a buyer gives ISASC its share and sends us only our part separately this may be a too much of a complication to saddle a buyer with. I am sure you understand my concern. I hope the modified arrangement will be good for all if you & your board agree. Eric P. Newman Numismatic Education Society (also known as EPNNES), 6450 Cecil Ave, St. Louis, MO 63105



Subj: **Book**  
 Date: 01/22/2002 11:13:44 AM Central Standard Time  
 From: [Jerryneva](#)  
 To: [EricNumis](#)

$10 \times 37^{50} = 375$   
 $18750$

Dear Eric: Thank you for the correction. Let me correct Items 1 & 2 of my proposal based on a book price of \$37.50 and shipping cost of \$2.50.

Item 1: We send you a check for  $10 \times 37.50/2 + 2.50 = \$212.50$

Item 2: Change price to \$39.50.

If you will allow us to pay for a block of ten in advance it will work much better for us. That way we will have much less correspondence required. A normal ISASC sales would be, a member order with a check to ISASC would come in to me. I send you an order to ship and I send their check in to our Treasurer, Ed Konowitz. We both reduce our count of the remaining stock of ISASC owned books by one. Only when a reorder of books is needed does money flow between ISASC and you (or your Foundation).

As you are a well known member of ISASC and known to be the coauthor of this book, it is possible that from time to time some member might, in some situation, make out a check to you, though I think this highly unlikely if they intend to be ordering through ISASC. In such a case, if you wish to reroute the check to ISASC, you need merely to endorse the check, send it to me, mail the book and deduct one book from our stock. Of course it is your choice if you wish to keep the check and supply the book from your own stock. With respect to price, ISASC has, as far back as I know, always had only one standard price for each publication we sell, and that price has included shipping when required. We use the same price when we hand deliver. I would propose that we do the same with our sales of your book.

Eric, I do hope I am not appearing to be difficult. I very much appreciate your generous offer, as will the entire Board I'm sure. It is not an objective of mine to "drive a hard bargain" under these conditions. My reading of your email to Bob Jibben forwarded to me by Steve Beare was that you (or more correctly, your Foundation) expected to be primarily involved in the shipping part, that being far more efficient than shipping me a stock to be reshipped to buyers.

Upon rereading your aforementioned email I believe you were visualizing a substantial stock at the convention as opposed to the one copy from which orders would be taken that I visualize, this being our standard procedure with our pubs. ( I had assumed you were familiar with this) We do a lively business at our display table. I believe we sold over \$1100.00 worth of our items, mostly books, at our Chicago convention, all, save one of each, to be shipped post convention.

I do hope I have covered the bases better this time, and in a manner you find satisfactory.

Best regards, Jerry W.

Subj: **Re: Book**  
 Date: 01/22/2002 3:59:21 PM Central Standard Time  
 From: [EricNumis](#)  
 To: [Jerryneva](#)

Dear Jerry: Your ideas seem very practical and they seem fine to me. Unfortunately I made a mistake in my communications so please forgive me. The price of the book including packing and postage is \$39.50 and the cost of the packing and postage is \$2.50. This makes the net cost of the book \$37.00 and not \$37.50. ISASC gets a net return on each sale of \$18.50 and not \$18.75. Therefore if ISASC wants to buy 10 books please send \$210.00. One of these books will be sent to whomever you wish for the convention so please tell me when and where. Whenever ISASC receives from a customer a check or remittance of \$39.50 then all ISASC does is send me the purchaser's name and address and I will send the book as directed. If we receive the check on an ISASC sale then we owe ISASC \$18.50. If ISASC wishes to sell the book it has at the convention as a special favor at the last minute it can be replaced for the next convention and save ISASC keeping it on hand. I hope this clarifies things. Thank you for being so patient. Eric



Subj: **Our Process withYour Gift**  
 Date: 01/23/2002 5:54:56 PM Central Standard Time  
 From: [Jerryneva](#)  
 To: [EricNumis](#)

Dear Eric

I am pleased that my proposed processing plan for your book meets with your approval. I think it makes things easier all around and it has proven effective before so I have faith that it will go smoothly.

Now that I think we are aligned in our understanding of process I'll try to recap here, including corrections, so that I'll be very sure I know what I am presenting to the Board on February 2, 2002 is as you anticipate.

1. After ISASC Board approval on Feb. 2, I will request our Treasurer to send you a check for \$210.00 (made out to Eric P. Newman unless you instruct me otherwise) to purchase an initial stock of ten of your book, UNITED STATES COIN SCALES AND MECHANICAL COUNTERFEIT COIN DETECTORS, which you will hold in stock for us.
2. Thereafter ISASC will offer your book to members for \$39.50, postage included, through my office as are all our sales of publications.
3. When I receive an order with a check I will notify you with the name and address and you will ship a copy of the book to the purchaser. Both you and I will make note of the reduction of our stock in your custody by one. When our stock is depleted I will initiate a repeat of the stocking cycle.
4. Immediately after Board acceptance and approval of our process I will take steps to publicize the availability of your book through ISASC by at least two means, namely the following:
  - a. Request President Tom to announce, in his next letter to the membership, your gift and its availability through our publications office.
  - b. Prepare a revision to our "Library List" adding your book, with a suitable description, to it, for \$39.50 postpaid.

As to the book for display at the convention, I will have to get in touch with you later when I have a precise address for shipment. You see, shortly before each convention I have to ship a heavy box of our publications for display to the hotel, so that they are available to me when I arrive. When I have that precise address, usually an assistant manager, I will inform you and request you to send a book to that same address.

Please advise me if I have erred or omitted, otherwise I'll go to work!...and thank you so much! Jerry W.



Subj: **Check on Facts**  
 Date: 01/29/2002 11:06:16 AM Central Standard Time  
 From: [Jerryneva](#)  
 To: [EricNumis](#)

Dear Eric:

I am trying to prepare a description of your book suitable for our "Library List". Since I have not seen it personally I have relied on the review by Norman Biggs which appeared in EQM '99-4, p 2411. While I may make some changes to this to improve its "sales appeal", at this point I'm concerned about getting my facts straight. Are they correct?

UNITED STATES COIN SCALES  
 and  
 MECHANICAL COUNTERFEIT COIN DETECTORS

*390 page*  
 This book, by Eric P. Newman and A. George Mallis, contains *390 8 1/2" X 11" pages* ~~390 8 1/2" X 11" pages~~. It has 102 illustrations, advertisements and engineering drawings as well as 45 pages of patent drawings. It contains the patent specifications and ~~copies of the~~ original drawings for 24 CCD's from 1853 to 1925. Also contained are descriptions, including photographs, of coin scales and CCD's for which no patent documents are currently known. It was the author's intent to present a broad picture of the knowledge that has been accumulated in this field to date. The book is one which any serious student or collector of U.S. coin scales and CCD's should possess. *full*

It looks a little long too.... Eric, while I am particularly appealing to you for an accuracy check I would welcome your comments or specific proposals on content.

Regards, Jerry W.

*Counterfeit Coin Detectors (CCD)*

*Price*

*intriguing subject*

Subj: **Addition to Library List**  
 Date: 01/30/2002 11:36:00 AM Central Standard Time  
 From: [Jerryneva](#)  
 To: [Stevebooks](#)  
 CC:

Hi, Steve!

As mentioned in an email to the Board, Eric and I have worked out all the details on our selling his book to our mutual satisfaction. Herewith is the pitch:

----- UNITED STATES COIN SCALES and MECHANICAL COUNTERFEIT COIN  
 DETECTORS..... \$39.50

This 390 page book by Eric P. Newman and A. George Mallis in an 8 1/2" X 11" format contains 102 illustrations, advertisements and engineering drawings. It has the full specifications and drawings for the 24 American Counterfeit Coin Detectors (CCDs) patented from 1853 to 1925. Also included are descriptions and photographs of coin scales and CCDs for which no patent documents are currently known. It was the authors' intent to present a broad picture of the knowledge that has been accumulated on this intriguing subject. The book is one any serious student or collector of devices in this field should possess.

Both Eric and I have reviewed and approved this text

Steve, this item will take up space that will be hard to find, I know, yet I find it difficult to shorten the above without falling short of a description adequate to serve our members.

There is at least one other place we can save space on the January 1, 2001 list. On page 1, the first block for "Equilibrium" and the description line below can be eliminated if we improve the description in the next line to: "Extra Equilibrium subscription, per year. (membership fee includes one subscription)." Can that go on one line? Maybe the words "per year" are not needed?

I know Ben and Les want to include a Library List in their convention packet, so I'm sending this note to you even before Board review of this addition.

See you soon. Jerry W.





1150


2-250-710

DATE 2/5/02

PAY TO THE ORDER OF Eric Newman

\$ 210 <sup>00</sup>/<sub>100</sub>

two hundred ten

~~100~~ DOLLARS  Security Features included. Details on back.CORUS BANK  
CHICAGO, IL 60614

FOR 10 copies



MP

EPNVES Sale of 10 copies of

American Coin Scales and  
Counterfeit Coin Detectors

to Intl Soc. of Antique Scale Collectors

by ISASC  
No delivery until notified of sale  
to third parties at \$39.50 per  
copy by ISASC.

EPNVES pays mailing cost in U.S.

Subj: **Report**  
Date: 02/07/2002 1:11:53 PM Central Standard Time  
From: [Jerryneva](#)  
To: [EricNumis](#)

Dear Eric:

As both you and I expected, the ISASC Board enthusiastically accepted adding your book to our library for its intrinsic value, not to mention our sharing the future income therefrom.

I expect President Tom will make a pitch for it in his next "Balanced View" letter which should be out very soon. Also, you should be receiving a check from Eddy for \$210.00 in the near future. Will you please advise me when you have received it?

Thanks,      Jerry